

Commonwealth of Massachusetts  
Department of Telecommunications and Energy  
Fitchburg Gas and Electric Light Company  
Docket No: DTE 03-9  
Attorney General's Record Requests

---

**Request No.: AG-RR-1**

Provide copies of any communications to the Department providing notice of the name change from NAP to Enermetrix, Inc.

**Response:**

The Company is not aware of any formal Communications with the Department regarding the name change. However, Unitil's 1999 MD&A for the Annual Report and 10k disclose as follows:

"During 1999 Unitil acquired a minority interest in Enermetrix.com (formerly known as North American Power Brokers, Inc.) through the purchase of \$4.3 million of Convertible Preferred Stock and \$142,000 of Common Stock Warrants". (page 20, 1999 Annual Report). In addition, our public announcements of this investment and other activities with Enermetrix also included the "formerly known" designation during the 1999 period. Further, as noted in the responses to AG 1-1 and AG 1-2, the Annual Report and Form 10k have been provided to the Department and the Attorney General in the context of other proceedings at the Department.

**Person Responsible:**            **Laurence M. Brock**

Commonwealth of Massachusetts  
Department of Telecommunications and Energy  
Fitchburg Gas and Electric Light Company  
Docket No: DTE 03-9  
Attorney General's Record Requests

---

**Request No.: AG-RR-2**

Provide a list of the board members, and their titles as of the date of the Series C financing term sheet, and as of the closing date. Also provide any supporting documentation, e.g., board minutes, or list of board members obtained from Enermetrix.

**Response:**

Shown below is a list of the Enermetrix Board of Directors at 11/5/1999, which is representative of the board as of the Series C Term Sheet date of 11/1/1999, as shown from the supporting documentation on Attachment AG-RR-2 "WRITTEN CONSENT IN LIEU OF MEETING OF THE BOARD OF DIRECTORS OF ENERMETRIX.COM, INC. November 5, 1999" page 5 of 5. Also shown below is a list of the Enermetrix Board of Directors at 11/24/1999, which is the board as of the Series C closing date as shown from the supporting documentation on Attachment AG-RR-3-C "WRITTEN CONSENT IN LIEU OF MEETING OF THE BOARD OF DIRECTORS OF ENERMETRIX.COM, INC. November 23, 1999" page 13 of 16. Later, in 2000, Mr. Chuck Henry, Chief Operating Officer of Enermetrix joined the board and a representative of Alliant also joined the board in December, 2000 at the time of the Series D closing.

Series C – Term Sheet 11/1/99		Series C – as of Closing 11/24/99	
Name	Title/Entity	Name	Title/Entity
Mr. Gaus	Enermetrix- CEO	Mr. Gaus	Enermetrix- CEO
Mr. Deweese	Enermetrix- President	Mr. Deweese	Enermetrix- President
Ms. Lorey	DQE	Ms. Lorey	DQE
Mr. Stoltz	DQE		
Mr. Schoenberger	Unitil	Mr. Schoenberger	Unitil
Mr. Daly	Unitil		
		Mr. Lieberman	InSight
		Mr. Horing	InSight
		Mr. Miller	GE Capital
		Open Seat	t/b/d

**Person Responsible:** Laurence M. Brock

Commonwealth of Massachusetts  
Department of Telecommunications and Energy  
Fitchburg Gas and Electric Light Company  
Docket No: DTE 03-9  
Attorney General's Record Requests

---

**Request No.: AG-RR-3**

For the Series B, C and D financings, provide documentation to support the voting allocation for the Board members.

**Response:**

Attachments: AG-RR-3-B, AG-RR-3-C, and AG-RR-3-D each provide documentation for the voting allocations of the board of directors at the time of the respective financings. In each attachment are four exhibits: 1) the "Voting Rights" section of the AMENDED AND RESTATED CERTIFICATE OF INCORPORATION, 2) the "Election of Directors" section of the AMENDED AND RESTATED SHAREHOLDERS AGREEMENT, and 3) the AMENDED AND RESTATED BYLAWS including "ARTICLE II BOARD OF DIRECTORS", and 4) the UNANIMOUS CONSENT OF THE BOARD OF DIRECTORS showing the board members as signatories, from the closing documents of each financing.

**Person Responsible:**            **Laurence M. Brock**

Commonwealth of Massachusetts  
Department of Telecommunications and Energy  
Fitchburg Gas and Electric Light Company  
Docket No: DTE 03-9  
Attorney General's Record Requests

---

**Request No.: AG-RR-4**

Provide the total costs for advertising and web software development referenced in Exh. AG-1-14 (1), page 1 of 4.

**Response:**

The total cost for advertising referenced was approximately \$200,000 and the total cost of the web software development referenced was approximately \$330,000.

**Person Responsible:**            **Laurence M. Brock**

Commonwealth of Massachusetts  
Department of Telecommunications and Energy  
Fitchburg Gas and Electric Light Company  
Docket No: DTE 03-9  
Department's Record Requests

---

**Request No.: DTE-RR-1**

Provide a copy of the Service Agreement between FG&E and Unitil Service Corp.

**Response:**

Attached as DTE-RR-1 is the SERVICE AGREEMENT BETWEEN FITCHBURG GAS AND ELECTRIC LIGHT COMPANY AND UNITIL SERVICE CORP.

**Person Responsible:**        **David K. Foote**

Commonwealth of Massachusetts  
Department of Telecommunications and Energy  
Fitchburg Gas and Electric Light Company  
Docket No: DTE 03-9  
Department's Record Requests

---

**Request No.: DTE-RR-2**

Provide a copy of the Enermetrix fee schedule provided to FG&E during the default service solicitations.

**Response:**

Attached as DTE-RR-2 is the Enermetrix fee schedule. The fee shown at A was used for the combined large and small Default Service load groups for the fall 2001 solicitation. The fee shown at B was used for the small Default Service load for the spring 2002 solicitation. The fee shown at C was used for the large Default Service load for the Spring 2002 solicitation.

**Person Responsible:**         **David K. Foote**